

Message Text

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PAGE 01 BONN 12527 011350Z
ACTION EB-08

INFO OCT-01 EUR-12 ISO-00 L-03 CAB-02 CIAE-00 COME-00
DODE-00 DOTE-00 INR-07 NSAE-00 FAA-00 /033 W
-----029916 011424Z /46

R 011339Z AUG 77
FM AMEMBASSY BONN
TO SECSTATE WASHDC 0232
INFO USMISSION USBERLIN
AMEMBASSY LONDON
AMEMBASSY PARIS
AMEMBASSY MOSCOW
USMISSION NATO

C O N F I D E N T I A L BONN 12527

E.O. 11652: GDS
TAGS: EAIR, PGOV, WB, GW, UK, FR, US
SUBJECT: CIVAIR: PROBABLE HMG APPROVAL OF AIR TAXI
SERVICE IN BERLIN

REF: (A) BONN 11587, (B) USBERLIN 1859

1. UK CIVAIRATT HANLEY INFORMED EMBASSY AUGUST 1 THAT
DOT AVIATION OFFICIALS IN BONN FOR BILATERAL
NEGOTIATIONS HAD INDICATED TO HIM THAT THEY WOULD
APPROVE BERLINAIR APPLICATION, SUBJECT TO FINAL COMMENT
AFTER FURTHER STUDY OF CERTAIN ASPECTS AFTER THE
DELEGATION RETURNS TO LONDON. HANLEY SAID THAT HE
EXPECTED FINAL APPROVAL WITHIN A DAY OR TWO. DOT WILL
INSIST THAT BERLIN AIR CHANGE ITS NAME TO INDICATE
THAT IT IS AN AIR TAXI SERVICE AND WOULD PREFER THAT
THE NAME INDICATED THAT IT WAS AN AMERICAN RATHER
THAN GERMAN FIRM. DOT APPROVAL ALSO IS ON BASIS OF
ASSURANCES FROM HANLEY THAT HE WOULD TAKE HARD LOOK
AT ANY EXPANSION OF BERLINAIR BEYOND TWO AIRCRAFT TO
ASSESS LIKELY EFFECT ON SCHEDULED SERVICES.

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2. EMBASSY CHECKED WITH BERLINAIR VICE PRESIDENT F. R.
KLINICKI WHO INDICATED THAT BERLINAIR WOULD BE HAPPY
TO CHANGE THEIR NAME TO ONE ACCEPTABLE TO THE BRITISH.
HE SEEMED UNPERTURBED ABOUT POSSIBILITY OF FUTURE
DIFFICULTY IN EXPANDING BEYOND TWO AIRCRAFT.

3. KLINICKI SAID THAT BERLINAIR NOW PLANS TO START OPERATIONS WITH TWO AIRCRAFT, A CESSNA CITATION AND A ROCKWELL TURBO-COMMANDER. THE LATTER WOULD BE A BACK-UP PRIMARILY BUT ALSO AN ALTERNATIVE FOR CLIENTS WHO FOUND THE CITATION TOO EXPENSIVE. KLINICKI SAID THAT THE TERMS OF ITS LEASE WITH CESSNA WILL PERMIT THE COMPANY THE FLEXIBILITY TO GO ENTIRELY TO TURBO-PROPS IF THE MARKET WILL NOT SUPPORT CITATIONS.

4. COMMENT: THE UK INSISTENCE ON "AIR TAXI" BEING INCLUDED IN THE NAME OF THE FIRM SEEMS PETTY BUT ACCEPTABLE. WE CONSIDER AN INDICATION OF U.S. NATIONALITY A GOOD SUGGESTION. INTER ALIA IT MIGHT LESSEN SOVIET SUSPICION THAT THE OPERATION IS A U.S. COVER FOR A GERMAN ACTIVITY. BERLINAIR'S DECISION TO ACQUIRE A TURBO-PROP AIRCRAFT AND RETAIN THE OPTION OF GOING ALL TURBO-PROP SEEMS PRUDENT SINCE A NUMBER OF EXPERT OBSERVERS HAVE EXPRESSED DOUBTS THAT THE SERVICE COULD BE ECONOMIC WITH CITATIONS.
STOESSEL

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: AIR TRANSPORTATION, AIR ROUTES, AVIATION AGREEMENTS, NEGOTIATIONS
Control Number: n/a
Copy: SINGLE
Sent Date: 01-Aug-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977BONN12527
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Expiration:
Film Number: D770274-1198
Format: TEL
From: BONN
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t197708112/aaaadrez.tel
Line Count: 82
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: c26fb350-c288-dd11-92da-001cc4696bcc
Office: ACTION EB
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: 77 BONN 11587, 77 USBERLIN 1859
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 04-Feb-2005 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1438757
Secure: OPEN
Status: NATIVE
Subject: CIVAIR: PROBABLE HMG APPROVAL OF AIR TAXI SERVICE IN BERLIN
TAGS: EAIR, PGOV, WB, GE, UK, FR, US
To: STATE
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/c26fb350-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009